

Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 06451 161622Z

50

ACTION ARA-10

INFO OCT-01 EB-07 ISO-00 /018 W
----- 121754

P R 161600Z SEP 75
FM AMEMBASSY LA PAZ
TO SECSTATE WASHDC PRIORITY 8048
INFO USDOC WASHDC

UNCLAS LA PAZ 6451

USDOC FOR MAJOR PRODUCT DIVISION, DIBA,

E.O. 11652: N/A
TAGS: BEXP, BL
SUBJ: PRODUCT OPPORTUNITY - "ENFE" RAILROAD MATERIAL AND
EQUIPMENT

REF: STATE 217542

1. PER REFTEL, EMBASSY ATTEMPTED TO EXTEND ENFE'S BID DEADLINE
ON DIFFERENT TENDERS. EXTENSION WAS NOT GRANTED AS THIS IS
NOT PERMITTED BY WORLD BANK AS LOAN INSTITUTION.

2. ACCORDING TO ENFE PROJECT OFFICIALS, BID DEADLINE IS EXTENDED
ONLY IF ONE OR TWO FIRMS PRESENTS PROPOSALS BECUASE MINIMUM
OF THREE IS REQUIRED. IF SECOND CALL DOES NOT PRODUCE THREE
DIFFERENT OFFERS, BID DEADLINE WILL AGAIN BE EXTENDED. THE
THIRD CALL WILL FINALLY ACCEPT PROPOSALS, EVEN IF ONLY FROM
ONE FIRM.

3. WE HAVE ALSO BEEN INFORMED THAT PROPOSALS DO NOT NECESSARILY
HAVE TO BE SUBMITTED TO LA PAZ. ENFE WILL ACCEPT PROPOSALS
SUBMITTED TO NEAREST BOLIVIAN CONSULATE FOR FORWARDING TO
LA PAZ. HOWEVER, US FIRMS MUST NOTIFY ENFE BY TELEGRAM
OF THIS ACTION.

4. PRINCIPAL COMPETITION COMES FROM BRAZIL, JAPAN, CANADA
AND GERMANY. HOWEVER, RAILROAD OFFICIALS HAVE SEVERAL
TIMES EXPRESSED PREFERENCE TO PURCHASE "U.S. - MADE"
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LA PAZ 06451 161622Z

EQUIPMENT AND MATERIAL DUE TO BETTER QUALITY AND

PERFORMANCE.

5. NO FORTHCOMING TRIPS TO U.S. BY PROJECT OFFICIALS ARE TO
BE MADE. EMBASSY WILL KEEP USDOC INFORMED OF ANY UPDATED
INFORMATION WHICH WOULD BE HELPFUL TO U.S. FIRMS.

PARKER

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 16 SEP 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975LAPAZ06451
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750320-0907
From: LA PAZ
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750949/aaaabqtd.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 217542
Review Action: RELEASED, APPROVED
Review Authority: RowellE0
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by MaustMC>; APPROVED <04 FEB 2004 by RowellE0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - "ENFE" RAILROAD MATERIAL AND EQUIPMENT
TAGS: BEXP, BL
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006